

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY NAIROBI

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E.O. 11652: N/A

TAGS: EAIR, KE

SUBJECT: CIVAIR: KENYAN INTEREST IN LOW FARE SERVICES

REF: (A) NAIROBI 5662, (B) 77 NAIROBI 12908

1. ON APRIL 12 THREE OFFICIALS OF KENYA'S MINISTRY OF TOURISM AND WILDLIFE VISITED DEPARTMENT TO DISCUSS POSSIBILITIES OF LOW FARE AIR SERVICES BETWEEN US AND KENYA. THEY WERE G.N. MACHARIA, CHIEF TOURIST OFFICER; DR. V. TLUSTY, TOURISM ECONOMIST/ADVISER; AND MOHAMED A. ALI, TOURIST OFFICER BASED IN THE KENYA TOURIST OFFICE IN NEW YORK.

2. THE KENYAN OFFICIALS INDICATED THEIR INTEREST IN IMPLEMENTING LOW FARE SERVICE FROM US TO NAIROBI. THEY SPECIFICALLY REQUESTED US TO CONSIDER ENTERING INTO
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A BILATERAL GOVERNMENT-TO-GOVERNMENT FARE AGREEMENT WITH KENYA IN ORDER TO IMPOSE ON AIRLINES ACCEPTABLE LOW FARE LEVELS. THE KENYAN VISITORS ALSO REQUESTED US TO FACILITATE COMMENCEMENT OF US AIRLINE SERVICE TO NAIROBI VIA EUROPE IN HOPES OF THE GREATER TOURISM POTENTIAL OF THAT ROUTE. THE KENYANS CONCEDED THAT THERE WAS LITTLE POSSIBILITY IN DEVELOPING SIGNIFICANT TOURIST

TRAFFIC OVER US-NAIROBI ROUTE VIA WEST AFRICA, AS THIS

ROUTE BASICALLY CARRIES BUSINESS TRAFFIC.

3. DEPT OFF EXPLAINED TO KENYANS US FARES PROCEDURES INDICATING THAT IT WAS NOT US PRACTICE TO NEGOTIATE GOVERNMENT LEVEL FARE AGREEMENTS OF TYPE PROPOSED. DEPT OFF ALSO INFORMED KENYANS THAT THERE IS PRESENTLY NO US AIRLINE CERTIFICATED FOR SERVICE TO NAIROBI VIA EUROPE, BUT THAT KENYAN TOURISM INTERESTS COULD BENEFIT FROM PROPOSED INTRODUCTION BY PAN AM OF WIDE BODY SERVICE. IT WAS FURTHER EMPHASIZED BY DEPT OFF THAT TO ADDRESS RESPECTIVE AVIATION CONCERNS, IT WOULD BE MOST APPROPRIATE FOR TWO GOVERNMENTS TO HOLD CONSULTATIONS WITH A VIEW TOWARD NEGOTIATING A BILATERAL AIR TRANSPORT AGREEMENT.

4. KENYAN VISITORS APPEARED SATISFIED WITH INFORMAL EXCHANGE OF VIEWS. THEY INDICATED NO VIEWS WITH REGARD TO KENYAN WILLINGNESS TO HOLD CONSULTATIONS CONCERNING FULL AIR TRANSPORT AGREEMENT BUT EXPRESSED WILLINGNESS TO DISCUSS HOLDING SAME WITH THEIR CIVIL AIR OFFICIALS. THEY ALSO INDICATED A FAVORABLE RECEPTIVENESS TOWARD PAN AM'S WIDE BODY SERVICE.

4. EMBASSY IS REQUESTED TO RAISE AT ITS CONVENIENCE LIMITED OFFICIAL USE

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ISSUE OF WIDE BODY SERVICE WITH KENYAN AUTHORITIES (SEE 1977 STATE 234555 AND REFTEL B). SINCE PAN AM PLANS TO IMPLEMENT 747 FLIGHTS THIS FALL, AIRLINE NEEDS KENYAN COMMITMENT.

5. RE PARA 3 REFTEL A, IS SHITAKHA STILL PLANNING TO COME TO WASHINGTON IN VIEW OF THE VISIT BY THE MINISTRY OF TOURISM REPRESENTATIVES? IF SO, EMBASSY MIGHT

DISSUADE HIM SINCE NO PRACTICAL PURPOSE SERVED BY REPEATING SAME DISCUSSION HELD ABOVE, UNLESS IT IS ONLY WAY TO OBTAIN IN WRITING GOK ACCEPTANCE OF PAN AM'S WIDE BODY SERVICE. CHRISTOPHER

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